



# News from the Frontier of Innovation

January 2000

Monthly Activity Report from the Loudoun County Department of Economic Development

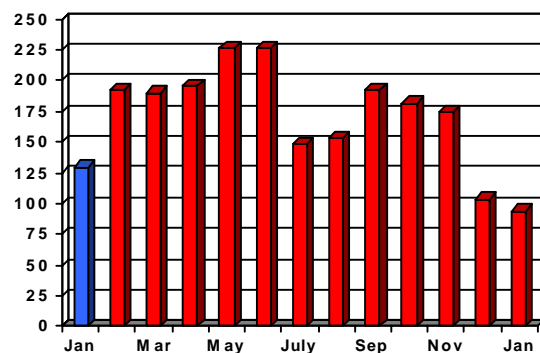
## New Prospect Activity:

Prospect activity for the month of January:

- @ Received 22 requests for general information.
- @ Delivered 17 packages/presentations.
- @ Worked with 8 new and 47 on-going prospects.

### Total Prospect Activity

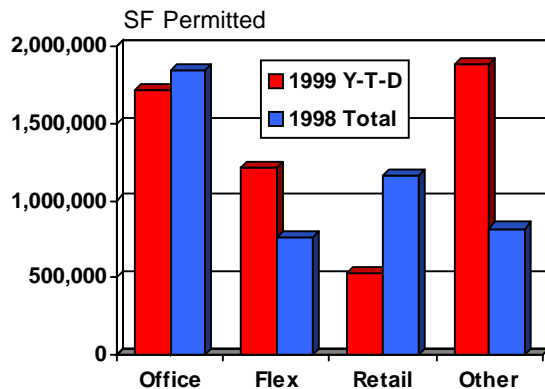
January 1999 - January 2000



## New Construction Activity:

### Nonresidential Construction

End of Year: 1998 and 1999



Through December, the County has permitted a total of 5,341,284 square feet of nonresidential construction. The year-to-date value of new buildings (\$251,654,138) and alterations (\$83,329,700) totals over \$334.9 million.

Loudoun County permitted 769,138 square feet of non-residential construction during the month of December:

- Office - 166,028 SF (164,405 SF last month)
- Flex/Industrial - 337,708 SF (79,502 SF last month)
- Retail - 104,911 SF (97,544 SF last month)
- Other - 160,491 SF (89,530 SF last month)
- Taxable - 750,257 SF (430,981 SF last month)
- Route 28 - 253,165 SF (244,364 SF last month)

## Announcements:

### *Existing Business*

🔊 **IPMS, Inc.** more than tripled its space at Loudoun Tech. The firm develops software including inventory and management systems for retail stores. They have welcomed 8 new hires to their 5,000 square foot office space. IPMS has a total of 25 employees.

🔊 **America Online** began utilizing an additional 15,105 square feet of warehouse space on Executive Dr. in the Concord Executive Park, Dulles. This operation employs 15 new people.

🔊 **Alcatel Data Networks, Inc.** moved to Business Court in Dulles. Their network services operation occupies over 52,000 square feet and employs over 150 people.

🔊 **OSP Consultants, Inc. - Wireless Division** is enjoying two expanded Loudoun addresses. OSP is a provider of value-added program management, engineering, and construction services to the global telecommunications industry. Located on Nokes Blvd. in Dulles, the firm occupies 50,000 square feet and welcomes 25 new hires. On King Street in Leesburg 30 new hires share 3,500 square feet of office space.

🔊 **Taylor McKenzie**, was presented with an "Open Door Certificate" in recognition of their renovation of the old Leesburg Baptist Church on Wirt Street. Taylor McKenzie is an international management consulting firm, providing business strategy, business transformation and information technology solutions to industry and public sector clients around the globe. The offices are also home to two other high-tech businesses: **Mind Gym Inc.** and **Forbes Analytical Software, Inc.**

## Noteworthy:

📄 "DULLES, VIRGINIA and NEW YORK, NEW YORK, January 10, 2000 - America Online, Inc. [NYSE:AOL] and Time Warner Inc. [NYSE:TWX] today announced a strategic merger of equals to create the world's first fully integrated media and communications company for the Internet Century in an all-stock combination valued at \$350 billion."

📄 The Loudoun Valleys Christmas Tree Growers' Association reported a banner 1999 season with sales surpassing expectations.

📄 A Rural/Agricultural Enterprise Conference and Exposition will be held on March 24, 2000 at the Virginia Guard Armory in Leesburg. This inaugural event is sponsored by the Cooperative Extension Service, Department of Economic Development and Agricultural Advisory Committee. Firms interested in exhibiting should contact the Cooperative Extension at (703) 777-0373.

📄 DED participated in hosting a delegation from Jiangsu, China. Pam Treadwell and Bonnie Heineman Wolfe met with a group touring from Korea (hosted by the Virginia Economic Development Partnership) and discussed the advantages of investing in and locating businesses in Loudoun County.

📄 DED met with Anne Armstrong, President of Virginia's Center of Innovative Technology (CIT) to discuss future collaborative projects. Ideas include: mapping the region's broadband fiber highway, researching potential next technology waves, and assisting with an educational summit focus group research project sponsored by EDC's Education Ad Hoc Committee.